



# North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210

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## APRIL 2005

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit [www.sba.gov](http://www.sba.gov) and click on 'Other SBA Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at [cecelia.rolls@sba.gov](mailto:cecelia.rolls@sba.gov).

### MOST ACTIVE LENDER RANKINGS FY 2005 YTD

October 1, 2004 – February 28, 2005

#### LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
<b>Large and National Banks</b>				
1. Bank of America	153	0	153	\$4.1
2. Capital One Federal Savings	91	0	91	\$3.9
3. Wachovia Bank	41	1	42	\$9.6
4. First Citizens	17	11	28	\$6.0
5. BB&T	19	6	25	\$8.5
<b>Community Express Lenders</b>				
1. Innovative Bank	161	0	161	\$1.06
2. Business Loan Express*	19	0	19	\$ .45
<b>Community Banks</b>				
1. Surrey Bank & Trust Company	24	0	24	\$5.3
2. Southern Bank & Trust	5	1	6	\$0.96
2. The Fidelity Bank	5	1	6	\$0.95
4. Bank of Stanly	4	1	5	\$0.39
<b>Small Business Lending Companies</b>				
1. CIT Small Business Lending Corporation	22	1	23	\$13.3
2. Self-Help Credit Union	12	0	12	\$0.85
<b>Certified Development Companies</b>				
1. Self-Help Ventures Fund		13	13	\$5.7
2. Centralina Development Corporation		9	9	\$3.3
2. Business Expansion Funding Corp.		9	9	\$2.5
3. Asheville-Buncombe Devel. Corp.		5	5	\$2.1

\* Only SBA CommunityExpress loans in this total.

## **SBA PRESENTS AWARDS AT 2005 NCBA LENDERS CONFERENCE IN CHARLOTTE**

SBA Presented its annual Lenders awards at the North Carolina Bankers' Association (NCBA) SBA Lenders Conference which was held March 8-9 at the Adam's Mark Hotel in Charlotte. The annual event included a welcome reception, training sessions and an awards presentation.

Lenders awards recognize the outstanding contributions of SBA lenders who underwrite SBA guaranteed loans and provide access to capital for small business owners in North Carolina.

### **2004 Lender Award winners :**

NC Lender of the Year	<b>Bank of America</b>
NC Community Bank of the Year	<b>Bank of Granite</b>
NC Non-Bank Lender of the Year	<b>CIT Small Business Lending</b>
NC Certified Development Company of the Year	<b>Centralina Development Corporation</b>
NC Large Bank 504 Lender of the Year	<b>First Citizens Bank</b>
NC Top Community Bank 504 Lender of the Year	<b>Bank of Granite</b>

**Achievement Award Winners:** Bank of Granite, Bank of Stanly, Capital One, Carolina Bank, Innovative Bank, New Century Bank, Surrey Bank, Wachovia Bank

Achievement Awards were presented to Lenders with extraordinary year-on-year improvement in SBA Loan volume.

"We are proud to recognize our lenders for having a great 2004," said SBA North Carolina District Director, Lee Cornelison. "These SBA lenders fill the needs of North Carolina small businesses by providing access to capital."

Thanks to all the attendees for taking time out of their busy schedules to attend the conference.

Special thanks to:

- Jon Campos and all the folks at the NCBA
- Surrey Bank
- BB&T
- Centralina Development Corporation
- Ben Howatt, CPA
- John Bosworth, MAI-John Bosworth and Associates
- Peter Pequeno, Surrey Bank
- Jeff Cashin, First Citizens
- Dale Harrold, Self-Help Credit Union
- Mark Atwill, SunTrust Bank
- John Jones, Jr. Bank of the West
- Walter Intlekofer, SBA HQ
- SBA NC District Staff

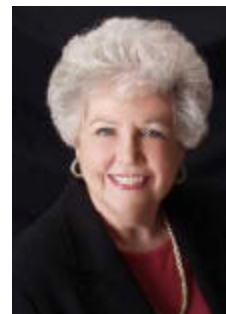
## **SBA NAMES 2005 NORTH CAROLINA SMALL BUSINESS PERSON OF THE YEAR**

Lois C. Stephenson, President of Building Blocks Child Care & Development Center, in Clayton has been named 2005 North Carolina Small Business Person of the Year.

President of Building Blocks Child Care & Development Center, Stephenson established her first center in August of 1993, with the help of an SBA 504 Loan, SCORE and SBTDC Small Business Counseling. Building Blocks provides child care for children between the ages of birth through 12 years.



*Lois C. Stephenson will travel to Washington, DC, to compete for honors as the National Small Business Person of the Year at the SBA Expo '05: Celebrating National Small Business Week. April 26-28, 2005*



On her 51st birthday, she broke ground for the future home of the first Building Blocks Child Care & Development Center. Back in 1993, the business started with 10 employees and cared for 58 children. Since then, she has grown her business into a \$3 million per year enterprise with three centers. Building Blocks Child Care & Development Center employs over 90 employees and cares for over 500 children.

Patty Briguglio of MMI Associates, Inc. in Raleigh nominated Stephenson for the award.

Lois attended Hardbarger Business College in pursuit of a degree in Business Administration and Accounting education and has continued her education through area colleges with specialized courses in Early Childhood, Leadership, Management, and Marketing.

Lois has four daughters and resides in Clayton with her husband, Thomas Ricks.

## **SBA HONORS 2005 SMALL BUSINESS CHAMPIONS**

SBA also celebrates individuals who have fulfilled a commitment to advancing small business opportunities. Advocate awards are presented during ceremonies held around the state. Congratulations to all the winners.

➤ Minority Small  
Business Champion

Andrea Harris

Institute for Minority  
Enterprise Development  
(NCIMED)  
*Durham*

➤ Women in Business  
Champion

Mary Elizabeth Murphy

S.T.A.R. Resources  
*Charlotte*

## **OWNERS OF NORTH CAROLINA SMALL BUSINESS NAMED SBA 2005 NATIONAL YOUNG ENTREPRENEURS OF THE YEAR**

The four owners of Metal Recycling Services, Inc. (MRS) in Monroe, NC have been named the 2005 SBA National Young Entrepreneurs of the Year. The award is presented to a small business owner or owners under the age of 30.

MRS is a manufacturer of raw metal materials. The company collects, processes and sells useable scrap metal. The company currently employs 42.

Brothers Josh and Jeremy Rozsak, William A. Simmons III and Jason Lee Horner will be traveling up to Washington DC in late April to receive the National award during Small Business Week.

The Young Entrepreneur of the Year award is based on success as measured by sales and profits; increased employment opportunities; development and or utilization of innovative or creative business methods and demonstrated entrepreneurial potential necessary for long-term business success and economic growth.

Through First Citizens Bank the company used a loan guarantee from the Small Business Administration to refinance business debt, reducing payments by 40%. They also took advantage of FREE counseling from the North Carolina Small Business & Technology Center (SBTDC), which is a partnership between SBA and the University of North Carolina.

## **FROM THE DESK OF THE REGIONAL ADMINISTRATOR**

*The Sky's The Limit by Nuby Fowler, SBA Southeast Regional Administrator*

There is an old anecdote about the first successful launch of an American steam ship. As the story goes, an old farmer stood on the river bank watching the festivities, with arms crossed and skeptical expression he exclaimed, "they'll never get her going – she'll never work." As the huge paddle wheel began to turn, steam rising from the boat's great chimney, the man's expression never changed.

He never flinched as he watched the boat make its way down river. It was a landmark day for modern transportation and the beginning of a new industrial era in America. But this man's only retort was, "they'll never get her stopped."



Resistance to progress is not new, nor is it uncommon. Unhappily, those who remain mired in the past very often find themselves on the riverbank as the world moves on by. I am committed to the belief that we are only limited by our ability to see the possibilities before us. It has scarcely been a generation since it was commonly believed that women and minorities were not suited for business nor elected office. Remember just a decade ago when many economic "experts" predicted the Dow Jones Industrial Average would never reach 10,000? Likewise, those who believed that SBA had reached its full market potential just a few years ago have seen the phenomenal growth in the agency's economic impact, which for now at least seems limitless. In each case, forward thinkers won the day over the naysayers.

Unquestionably, we are being challenged like never before as we work toward achieving what sometimes seem to be very ambitious goals. As with so many opportunities in life, we have a choice of letting the circumstances frustrate our efforts or we move beyond the emotion and commit our energy to developing new and innovative strategies for helping America's small businesses succeed.

When you consider the distance we have traveled in just a few short years, it is clear that our combined efforts are paying off. Truly the sky is the limit. Thanks to the combined efforts of a very capable SBA staff, along with our dedicated lending and technical assistance partners, the future of SBA is very bright indeed.

### **AMERICAN INDIAN BUSINESS DEVELOPMENT SUMMIT & EXPO APRIL 29-30 IN FAYETTEVILLE**

The North Carolina Indian Economic Development Initiative will sponsor the 1<sup>st</sup> annual American Indian Business Development Summit & Expo April 29-30 at the Crown Coliseum Exposition Center in Fayetteville, NC. There will be a Golf Tournament, Expo and Business Development Workshops. For more information or to register, call (910) 486-6555 or visit [www.ncindian.com](http://www.ncindian.com).

### **EVERY FRIDAY FREE SBA ONLINE TRAINING**

North Carolina District Office offers SBA Programs and Services Training every Friday. From 9 to 10 a.m. and again at 12:30 to 1:30 p.m., an SBA District employee will provide live training through "Ready Talk" software. Small business owners and your clients can call in and simultaneously sign into the website for a live PowerPoint presentation.

SBA loan programs, counseling, and government contracting will be highlighted. This can be a useful tool for you to refer to your start-up clients. It can also be a refresher course for you.

Go to SBA's North Carolina webpage [www.sba.gov/nc](http://www.sba.gov/nc) under "What's New?" to register and for more information.

### **LENDER RANKING LIST**

Want to see how your bank/organization compares with other SBA lenders? See pages 8-9 for the comprehensive loan summary by lender for FY2005.

### **MONTHLY LENDER WORKSHOPS**

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:00 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington and Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for the Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

**Upcoming  
2005 Dates**

April 13

May 11

**2005 SBA DAYS**

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

<b>Sponsor</b>	<b>Location</b>	<b>Day</b>	<b>Hours</b>	<b>Phone Number</b>
Watauga JobLink Center	Boone	Second Thursday	10 a.m. - 3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m. - 2 p.m.	919-467-1016
SBA District Office	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m. - 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m. - 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m. - 2 p.m.	828-328-6000
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

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### **NC DISTRICT OFFICE LENDER CONTACTS**

David Dillworth	(704) 344-6578	<a href="mailto:david.dillworth@sba.gov">david.dillworth@sba.gov</a>
Gary Borchardt	(704) 344-6377	<a href="mailto:gary.borchardt@sba.gov">gary.borchardt@sba.gov</a>
Karen Hoskins	(704) 344-6381	<a href="mailto:karen.hoskins@sba.gov">karen.hoskins@sba.gov</a>
Thomas Neal	(704) 344-6577	<a href="mailto:thomas.neal@sba.gov">thomas.neal@sba.gov</a>
Cecelia Rolls	(704) 344-6810	<a href="mailto:cecelia.rolls@sba.gov">cecelia.rolls@sba.gov</a>

### **ASHEVILLE & WESTERN NC**

Mike Arriola	(828) 225-1844	<a href="mailto:michael.arriola@sba.gov">michael.arriola@sba.gov</a>
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### **RALEIGH/DURHAM & NORTHEASTERN NC**

Ivan Hankins	(919) 851-1891	<a href="mailto:ivan.hankins@sba.gov">ivan.hankins@sba.gov</a>
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### **WILMINGTON & SOUTHEASTERN NC**

Arline Brex	(910) 202-0494	<a href="mailto:arline.brex@sba.gov">arline.brex@sba.gov</a>
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**SBA North Carolina District Loan Approvals October 1, 2004 – February 28, 2005**

			<b>504</b>	
<u>Lender</u>	<u>Total 7(a)'s</u>	<u>\$ Amount</u>	<u>Participation</u>	
Innovative Bank	161	\$ 1,062,000		
Bank of America	153	\$ 4,152,400		
Capital One Federal Savings	91	\$ 3,975,000		
Wachovia	41	\$ 8,224,200	1	\$ 1,404,000
Surrey Bank & Trust	24	\$ 5,313,200		
Bank of Granite	22	\$ 3,128,100		
CIT Small Business Lending	22	\$ 12,168,400	1	\$ 1,185,000
Business Loan Center	21	\$ 2,330,000	1	\$ 452,500
BB&T	19	\$ 4,789,400	6	\$ 3,718,679
First Citizens Bank & Trust	17	\$ 3,949,000	11	\$ 2,136,875
Self-Help Credit Union	12	\$ 857,000		
Wells Fargo	10	\$ 340,000		
Community W. Bank	7	\$ 1,073,200		
California Bank & Trust	5	\$ 1,243,000		
Community South Bank	5	\$ 5,014,000	1	\$ 1,510,000
Southern Bank & Trust	5	\$ 375,000	1	\$ 589,000
The Fidelity Bank	5	\$ 533,900	1	\$ 425,000
Bank of Stanly	4	\$ 236,000	1	\$ 158,500
GE Capital	4	\$ 2,125,500	3	\$ 2,555,000
Temecula Valley Bank	4	\$ 5,796,900		
Carolina Bank	3	\$ 930,000		
New Century Bank	3	\$ 1,337,000		
Sterns Bank	3	\$ 346,400		
Coastal FCU	2	\$ 317,250		
Comerica Bank	2	\$ 2,093,000		
First South Bank	2	\$ 210,000		
Lexington State Bank	2	\$ 990,256		
Loan Depot Lending Co.	2	\$ 1,733,000		
Newtek	2	\$ 132,266		
Southern Community Bank & Trust	2	\$ 245,000	2	\$ 866,000
The Heritage Bank	2	\$ 510,000		
United Midwest Savings Bank	2	\$ 2,000,000		
American Express Centurion	1	\$ 25,000		
American Community Bank	1	\$ 150,000	1	\$ 683,250
Capital Bank	1	\$ 1,000,000		
Cardinal State Bank	1	\$ 40,000	1	\$ 140,000
Carolina First Bank	1	\$ 75,000		
Central Carolina Bank	1	\$ 140,000	1	\$ 227,500
Citizens Bank	1	\$ 1,333,000		
Coastal Federal Bank	1	\$ 283,000		
First Charter Bank	1	\$ 225,000		
First National Bank of Arizona	1	\$ 228,000		
First National Bank - SO	1	\$ 275,000		
FNB Financial Services	1	\$ 260,000	1	\$ 189,750
Gateway Bank & Trust Co.	1	\$ 300,000		
Independence Bank	1	\$ 337,500		
Lehman Brothers	1	\$ 306,000		
Main Street Bank	1	\$ 1,166,000		
Peoples Bank	1	\$ 224,000		



**SBA North Carolina District Loan Approvals October 1, 2004 – February 28, 2005**  
(continued)

PNC Bank	1	\$ 164,400		
RBC Centura	1	\$ 400,000	1	\$ 1,200,000
Sound Banking Co.	1	\$ 40,000		
Sterlingouth Bank & Trust	1	\$ 210,165		
The Bank of Asheville	1	\$ 41,000	1	\$ 67,500
First Trust Bank		<b>\$ 84,753,437</b>	2	\$ 391,625
American Community Bank			1	\$ 683,250
Citizens South Bank			1	\$ 245,000
First Bank			1	\$ 978,000
Zions First National Bank			1	\$ 531,000
The Little Bank			1	\$ 446,550
Regions Bank			2	\$ 2,097,700
	<b>Total 7(a) - 681</b>		<b>44</b>	<b>\$ 22,881,679</b>
<b><u>Certified Dev. Corps.</u></b>		-		
Self-Help Ventures Fund	13	\$ 5,729,000		
Centralina Dev. Corp.	9	\$ 3,394,000		
BEFCO	9	\$ 2,536,000		
Ashville-Buncombe Dev.	5	\$ 2,123,000		
Northwest Piedmont Dev.	3	\$ 1,609,000		
Neuse River Dev.	2	\$ 835,000		
Wilmington Indus. Dev.	2	\$ 367,000		
Region E Dev.	1	\$ 117,000		
	<b>Total 504's - 44</b>	<b>\$ 16,710,000</b>		